

Message Text

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PAGE 01 LIMA 02321 222337Z

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 XMB-04 AID-05 TRSE-00

CIAE-00 INR-07 NSAE-00 /035 W

-----230533Z 046145 /20

R 222145Z MAR 77

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 4143

UNCLAS LIMA 2321

EO 11652: N/A

TAGS: BEXP, PE

SUBJ: PRODUCT OPPORTUNITY - FIRE FIGHTING EQUIPMENT FOR CUERPO

GENERAL DE BOMBEROS VOLUNTARIOS DEL PERU

REF: LIMA 1898; STATE 48925

1. ACCORDING TO USUALLY RELIABLE SOURCES, GOP HAS DEFINITELY DECIDED TO AWARD CONTRACT FOR \$35 MILLION WORTH OF FIRE FIGHTING EQUIPMENT TO CONRESERSA, REPRESENTING ROCKLAND FIRE EQUIPMENT CO. AND YOUNG FIRE EQUIPMENT CORP. ONCE CONTRACT SIGNED, DECISION WILL BE PUBLICLY ANNOUNCED.

2. WHEN YOUNG AND HILL FIRST ARRIVED IN PERU THEY WERE CONFIDENT OF WINNING. LAST WEEK THEY BECAME NERVOUS THAT PERHAPS THINGS WERE NOT AS FIRM AS THEY IMAGINED. THEREFORE, COMMERCIAL ATTACHE CALLED ON COL. FREYRE, HEAD OF CIVIL DEFENSE, TO REITERATE USG SUPPORT FOR US FIRMS BIDDING ON TENDER. FOLLOWING THE MEETING, HILL EXPRESSED APPRECIATED AND INDICATED THAT EMBASSY SUPPORT WAS THE "LITTLE EXTRA" THAT MADE THE DIFFERENCE.

3. YOUNG AND HILL BELIEVE THAT ORIGINAL CONTACT WILL EVENTUALLY BE AMENDED TO INCLUDE ADDITIONAL EQUIPMENT RUNNING INTO MILLIONS OF DOLLARS. CIVIL DEFENSE WILL THUS AVOID THE NEED TO CALL INTERNATIONAL TENDERS.

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PAGE 02 LIMA 02321 222337Z

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: LIMA
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Original Previous Classification: n/a
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